ASX Announcement: 2026/72

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2026 AGM addresses, presentation slides and trading update

Attached are today's AGM addresses and associated presentation slides, including a trading update, from Chair Raelene Murphy, Chief Executive Officer Zubin Appoo, Co-Founder & Chief Innovation Officer Richard White and Chief Financial Officer Jeff Howard.

Further information about the AGM, including the Notice of AGM, can be accessed online at www.wisetechglobal.com/investors/shareholder-services/#annual-general-meetings.

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Authorized for release to ASX by the Board of Directors of WiseTech Global Limited.

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About WiseTech Global

WiseTech Global is a leading developer and provider of innovative software solutions for the logistics, global trade and supply chain industries worldwide. Serving more than 20,000[1] logistics companies and other industry participants across 193 countries — including 47 of the top 50 global third-party logistics providers and 24 of the 25 largest global freight forwarders worldwide[2] - WiseTech Global delivers technology that drives productivity and integration across the supply chain. With the acquisition of e2open, WiseTech Global has expanded its network to encompass over 500,000 connected enterprises across manufacturing, logistics, channels and distribution, further strengthening its platforms and connectivity across the industry. With the vision to be the operating system for global trade and logistics, WiseTech Global is creating a multi-sided marketplace connecting carriers, logistics providers, importers, exporters and shippers.

We are relentless about innovation, adding over 6,500 product enhancements to our global CargoWise platform in the last five years[3], bringing meaningful continual improvement to the world's supply chains. Our breakthrough software solutions are renowned for their powerful productivity, extensive functionality, comprehensive integration, deep compliance capabilities, and global reach.

To learn more about WiseTech Global, visit wisetechglobal.com

[1] Includes customers on CargoWise and non-CargoWise platforms whose customers may be counted with reference to installed sites, including deduplicated e2open customers.
[2] Armstrong & Associates: Top 50 Global 3PLs & Top 25 Global Freight Forwarders ranked by 2025 gross logistics revenue/turnover and freight forwarding volumes – updated 11 May 2026.
[3] FY22-FY26.

WiseTech Global 2026 Annual General Meeting

Chair's address – Raelene Murphy

Welcome to all.

FY26 was a year of significant change for WiseTech and for the technology sector more broadly. The proliferation of AI-enablement brought opportunity but also much uncertainty in capital markets, and valuations in the software sector were tested against an AI-dominated environment.

WiseTech's approach to the combined opportunity and challenge of AI was a dominant strategic consideration for the Board in FY26. AI, and its impact on the operating models of WiseTech and our customers, has been an important part of the Company's strategy since 2022. Advancements in AI in FY26 have increased the pace at which we will be able to deliver solutions to our customers and increase efficiency in our own performance. Agentic AI will be a significant contributor to this and has the potential to reshape efficiency, quality and cost structure within the global trade and logistics industry.

WiseTech aims to be a first mover. We were one of the first companies globally to transition customers in a meaningful way from seat-based licensing to transaction-only based licensing, and to reshape our workforce as AI-led. The evolution of our customer model and the development of agentic AI to embed in complex workflows has the potential to reshape the trade and logistics industry and the partnerships that we have with our customers. We look forward to these initiatives delivering real results and value for shareholders as we move beyond the initial disruptive phase.

The Company, led by Zubin, delivered a strong strategic and financial result in FY26 in the face of this disruption. It strengthened its governance and remained focused on creating long-term value – while continuing to drive our mission to enable and empower the supply chains of the world.

The completion of the e2open acquisition during the year marked the largest acquisition WiseTech has made to date, in terms of size, contribution to earnings and future potential. For FY26, the Board placed significant emphasis on ensuring the integration was well-planned and executed, and pleasingly, as Zubin will share,

integration is on track and cost synergies are ahead of plan. E2open's contribution to earnings and future potential will be shaped over the next two horizons in FY27 and FY28/29 and I am confident that this acquisition will deliver the significant expansion of our total addressable market opportunity and the value to shareholders that was contemplated when it was acquired.

Governance

I joined the Board on 1 January 2026, became Lead Independent Director on 1 May, and was appointed Independent Chair on 7 July. Separating the Chair and Executive Director roles, with an independent Non-Executive Director serving as Chair, was an important structural change.

Since joining the Board, I have spent significant time listening to shareholders, with over 50 meetings in a few months. A subject that has frequently been raised with me has been the composition and independence of the Board. I am pleased to say that the Board now includes five Independent Non-Executive Directors – Chris Charlton, Sandra Hook, Rob Castaneda, Tim Ebbeck and myself. This gives us a strong Board skillset mix that covers a wide range of domain experience, alongside governance credentials. Each Board member has specific domain experience relevant to WiseTech's strategic mission across technology, logistics, people, finance and enterprise software sales at scale. Our two Executive Directors, being our Founders Richard White and Maree Isaacs, both work deeply in the business with Zubin and are intrinsic to its success, as well as making key contributions to the Board with their in-depth knowledge and experience of the Company. The blend of expertise, experience and governance credentials on the Board is working well.

Every Board Committee is now chaired by an Independent Non-Executive Director with deep experience in the relevant area of responsibility, and every Independent Non-Executive Director is a member of every Board Committee to ensure appropriate independence and oversight. Board members also support key management initiatives leveraging their domain experience as invited representatives at the newly created Business Acceleration Management Committee which brings together ideation and execution.

Tim Ebbeck's appointment, commencing 1 September, further strengthens the Board's governance, financial and technology expertise. His executive experiences

across Oracle, SAP, NBN Co, Compaq and Unisys bring valuable depth to the Board and, as Chair of the Audit & Risk Committee, provide strong leadership for a committee with a critical role in oversight of financial reporting, risk management and governance.

In addition, we extended the Corporate Secretary and Head of Regulatory Affairs role to a newly created Chief Governance Officer and Group Corporate Secretary role as a key plank in our governance posture.

I would like to thank Andrew Harrison, who retired from the Board since the last AGM, for his outstanding service and support through a period of considerable change.

In addition to Board renewal, our focus has been on securing further talent for our Senior Leadership Team. We were pleased to welcome Jeff Howard as our Chief Financial Officer effective 28 September 2026. Jeff brings a wealth of finance, commercial and capital markets experience as an experienced ASX executive, and we look forward to his impact. We also take the opportunity to thank Caroline Pham who had been our Interim Chief Financial Officer since October 2024 and has made an important contribution. The further strengthening of our Senior Leadership Team is a key priority for the Board in FY27.

Remuneration

At the 2025 AGM, 49.47% of votes cast were against the adoption of the FY25 Remuneration Report. The Board did not treat that lightly, and I want to address what we have done in response.

The Board led an extensive program of engagement with shareholders and proxy advisors through FY26. Following that engagement, the Board has given further detailed consideration to key areas of feedback we have received regarding remuneration matters.

First, and most significantly, the Board determined that none of the carried-forward FY25 performance equity incentives would be paid out, notwithstanding that the relevant performance conditions were satisfied. We took that decision in response to the concerns raised by investors and proxy advisors, and in recognition of the shareholder experience over the period.

Second, the FY26 Remuneration Report discloses the specific weightings attached to the KPIs for each Executive KMP, together with the assessment outcomes. This responds to shareholder and proxy advisor requests for greater transparency.

Third, we have listened carefully to feedback on the one-year assessment period for performance equity and have decided to retain it, with the Board's reasoning set out in full in the Remuneration Report which forms part of the FY26 Annual Report. In short, the pace of change in agentic AI reinforced the need to set targets that remain relevant to the year ahead, rather than locking them in years in advance. Importantly, the multi-year vesting schedule of performance equity incentive provides exposure to the longer-term share price regardless and ensures Executive Key Management Personnel are focused on long-term performance, effectively operating as a long-term incentive program. The Board will continue to review the Company's incentive programs to ensure that they remain fit for purpose.

Our people and culture

This year also involved a significant organizational change program as we integrated e2open into our group and accelerated the use of AI. Delivering this transformation meant the difficult decision to reduce roles. Around 1,700 positions were removed during FY26. These were tough decisions, and the Board and management did not treat them lightly. I want to acknowledge everyone affected, and everyone who continued to deliver through a year of significant change.

I am asked a lot about morale at WiseTech. An engagement survey was conducted in October 2026 and management is working through the results and responding. The Board has keen oversight on this. The headline engagement score is 68% and there are some important messages. It is not surprising that this number is below the most recent previous engagement survey (conducted in February 2025) which reported favorable engagement at 76% and had been consistent with prior years.

With 96% of our employees now holding WiseTech equity, and a substantial drop in share price between the most recent survey and the previous survey, they also feel the pain like other shareholders.

This result would appear consistent with broader tech-sector employee sentiment, reflecting the level of displacement particularly in development roles. Software is in an AI-driven reset more broadly: it's estimated that more than 70,000 tech jobs

were cut globally in the first quarter of 2026, nearly half attributed to AI. It is important to us to be an employer of choice, and we will take the messages extremely seriously. Notwithstanding this, I would like to separately acknowledge the positive approach of our employees during a state of flux and some scrutiny. It is commendable, and a testament to the quality and resilience of our team.

Sustainability

We are committed to building a socially responsible and sustainable business. In FY26, WiseTech commenced reporting under AASB S2.

We approach sustainability as part of disciplined long-term governance, with a focus on understanding the risks most relevant to our business and our stakeholders, including cyber-related risks and the responsible use of data.

Regulatory and legal matters

WiseTech has had a number of regulatory and legal matters which have persisted. Our aim is to reduce the overhang of these matters and bring them to resolution as expeditiously as we can. We are pleased to say that there has been some important progress on these to date.

In 2025, ASIC commenced an investigation relating to matters involving alleged share trading by Richard White and three other individuals, two of whom are WiseTech employees. As advised in our ASX announcement of 15 October 2026, ASIC has issued no-action letters in relation to Richard and our other two employees. These matters were also reviewed internally. There was no identified breach of any internal trading policy, and our policies were deemed adequate.

We also advised in my Chair's letter in the 2026 Annual Report, and reiterated in our ASX announcement of 15 October 2026, that ASIC has concluded a governance investigation which it commenced in late 2024, relating to the period from 2019 to 2025. ASIC issued a no-action letter to the Company confirming that it does not intend to take any enforcement action in respect of that investigation.

On 19 August 2026, we advised that the Australian Competition and Consumer Commission had executed a search warrant requiring WiseTech to produce documents and electronic data relating to the supply of global logistics services and software, as part of an investigation. WiseTech is cooperating fully. The ACCC

investigation is ongoing as set out on the slide. No findings have been made against the Company or any individual, and it would not be appropriate for me to speculate on its course or outcome.

As previously announced, the Company is also currently defending a shareholder class action relating to historical matters. The Board is being kept closely informed, and the Company will continue to keep the market informed in accordance with its obligations.

We are also pleased that we have been advised this week, after inquiry from Richard's lawyers, that the AFP investigation that was reported in media in June has been concluded without any action against Richard White. As noted in our ASX announcement on 25 November 2026, neither Richard nor his representatives had been approached by the AFP about the investigation in the period prior to or since the matter was originally reported in the media. So, the first confirmation the Company had that this investigation had been opened was this week, after the investigation was closed. This was a frustrating one for us in that it did not directly relate to WiseTech, but it clearly had an impact on investor sentiment.

I recognize that matters of this nature can create uncertainty for our people and shareholders. The Board and management remain focused on maintaining stability, meeting our obligations, and ensuring the business continues to operate effectively while these processes run their course.

Priorities for the year ahead

We enter FY27 with a number of important goals which are tied to our long-term strategy and vision, and that respond to the opportunities in the disruption we are seeing in the software sector generally from advancements in AI. In addition to the leadership shown by our CEO, Zubin, and the Senior Leadership Team, we have leaned on Richard and Maree as co-founders to accelerate the strategy and to take advantage of this disruption and focus on the value creation that it expedites. For that reason, we are setting up the Office of the Founders, to leverage their history and collective experience in the business. Between the Board, the Founders, the CEO and the broader Senior Leadership Team, we are fully committed to the delivery of our five key strategic initiatives that will determine where we land in our outlook range and set us up for success beyond FY27. These are:

- The further integration of e2open in line with our Horizon 2 objectives.
- The conversion of the remaining 3.7% of CargoWise STL customers onto new commercial terms. This includes the adoption of the CargoWise Value Packs, which will enable the provision of agentic AI features. These features will deliver efficiency and quality to their workflows.
- The delivery of agentic AI solutions to unlock optionality for our customers and provide monetization opportunities through efficiency and productivity improvements.
- The launch and optimization of VerifyWise within our existing customer network.
- The further deployment of AI through our own business to deliver efficiency and quality while enhancing speed-to-market for product development.

Zubin will talk through what we have achieved in FY26 across these initiatives; Richard will talk about the importance of these opportunities to our strategic mission; and Jeff will put them in the context of our outlook assumptions.

Thank you

We recognize that shareholders have felt pain this year – whether it be the SaaSpocalypse or sentiment generally. The Board is focused on restoring and creating shareholder value through strong business performance, appropriate governance, the resolution of regulatory and reputational legacy matters, while also delivering across our 5 key strategic initiatives.

On behalf of the Board, I extend my deep appreciation for the ongoing trust and support of our shareholders, customers and partners. I would like to thank Zubin, the Senior Leadership Team, and our people around the world, for their enormous effort during a year of significant change and external commentary. I would also like to thank my fellow directors for their considerable effort and ongoing support. Most importantly, I would like to thank you, our shareholders, for your patience and for your thoughtful and direct feedback. I have sought it out since joining the Board, and I intend to keep doing so.

Thank you. I will now hand over to Zubin.

CEO address – FY26 results and strategic initiatives update – Zubin Appoo

Thank you, Raelene, and good morning, everyone.

Last year I told you our vision was to be the operating system for global trade and logistics. FY26 was the most transformational year in our 32-year history, and it moved us far closer to achieving that vision. Today, I'll show you what we delivered and why it sets WiseTech up for long-term success. The figures I use today are represented in US dollars.

FY26 – a transformational year

In FY26, we set ourselves key priorities – integrate e2open, transition CargoWise to an AI-led platform, including changing its commercial model and building significant further value into it, adopt AI across our own business to drive margin and productivity improvements.

The new CargoWise commercial model is an excellent example of our ability to innovate and then deliver. Since we launched CargoWise Value Packs, new customer signings are up about 30%. We also signed four new rollouts with large global freight forwarders, two of them on the new commercial model. For our CargoWise global rollouts, more than 75% of the expected users on our contracted global rollouts are yet to go live. So, there is significant revenue growth for years to come. The changes we have made, and continue to make, to CargoWise to deliver efficiency and productivity gains for our customers, especially in an increasingly complex world, mean that CargoWise continues to be the standard operating system for the customers we serve.

FY26 financial performance

Onto our financial results. Total revenue grew 79% to $1.4 billion, within our guidance range. CargoWise revenue grew 11% to $757 million, and e2open contributed $541 million in its first year with us.

Underlying EBITDA was $644.5 million, up 56%, at a margin of 46%. Guidance EBITDA and EBITDA margin both finished just above the top of our guidance ranges, at $585.8 million and 42%.

Statutory net profit after tax was $178.7 million, down 11%. That reflects the amortization, restructuring and financing costs that come with an acquisition the size of e2open. Underlying net profit after tax was $313.5 million, up 29%.

We remain highly cash generative. Operating cash flow rose 29% to $564 million. The final dividend is up 14% to 8.8 cents a share. And we brought net leverage down to 2.7 times, ahead of our target of around 3 times.

Across our efficiency programs, we delivered about $115 million of annualized run-rate savings. You'll see a lot of that benefit in FY27.

We are a leading global innovator

WiseTech is a leading global innovator. As a product-led company, we provide mission-critical software for organizations across global trade, logistics and the supply chain.

Over three decades we have built a connected network of more than 500,000 enterprises, over 400 airlines and more than 160 ocean carriers. We track more than 95 million ocean containers. Our customs solutions cover around 80% of the world's manufactured trade flows, and we operate across 193 countries. We serve more than 20,000 customers, including 24 of the top 25 large global freight forwarders.

We earned that position through sustained investment and focus. More than $1.1 billion in product investment. 6,500 enhancements to CargoWise over the last five years. And more than 55 acquisitions over the past decade.

CargoWise customer attrition has remained below 1% for the last 14 years. The more complex the industry becomes, the more customers depend on and need our solutions to operate their business. This enables us to deliver long-term value to our shareholders.

Our people, culture and community

Our people are central to this success, and this year was hard on them. In FY26, we made difficult decisions to restructure our workforce due to the changes we knew AI was making across the business landscape. Overall, we removed around 1,700 roles as a result of this. Many of the people affected had been with us for years. We explained our reasons openly, offered support through our Employee Assistance Program, and ran change resilience sessions for our teams and leaders.

We're now a team of about 5,100, and around 40% of them work in product design and development where we have seen a 57% increase in productivity. Our people have access to all leading US frontier AI tools, and 75% of the WiseTech team use AI in their day-to-day work.

Our people are also invested in our success; 96% of our global workforce now hold WiseTech equity.

As Raelene mentioned, we ran an employee survey in October. The leadership team and I will work through the results and act on them. The survey showed strengths too. Eighty-seven percent of our people feel able to speak up and disagree with their leader. Eighty-one percent rate their leader's support favorably, and 85% believe they have opportunities to develop and use AI effectively. Seventy-three percent also understand our vision and priorities and how their work connects to our purpose. We will keep listening to our team through our engagement channels.

We also take our role in the community seriously, and we're building the talent pipeline our industry needs across the full education cycle. Through our acquisition of Grok Academy this month, we provide every primary and secondary school, teacher and student in Australia and New Zealand free access to high-quality technology education. Through the WiseTech Academy and the Center for Customs and Excise Studies, we offer vocational education through industry diplomas, and next year we are launching WiseTech University, our approved US degree-granting University.

This year I went back to my old schools in Western Sydney and spoke to hundreds of students about the value of hard work, the role that AI will play and how important their education is. Our Earn & Learn program has 127 students working in our product teams while they study. And our acquisition of the Centre for Customs and Excise Studies expands WiseTech Academy's offering into education for customs professionals in more than 60 countries.

Strategic initiatives

Now I will take you through our 5 key initiatives that Raelene touched on, explaining what they are, the proof points we have delivered, and how they are delivering shareholder value.

E2open progress

E2open is the largest acquisition in our history, expanding our product offering to a whole new set of customers, many of them amongst the largest companies in the world.

CargoWise is built for the companies that move or facilitate the movement of goods: freight forwarders, customs brokers, warehouses and carriers. E2open is built for the companies that make, move and sell them including manufacturers, brand owners, retailers and distributors, and before e2open, our reach into them was limited.

Together with CargoWise, we now cover the supply chain end-to-end, from when a product is planned and ordered, through its movement across borders, to final delivery. This is a truly unique and powerful proposition.

We always said this would be a multi-year transformation, and we've divided it into three horizons.

Horizon 1 was business integration and cost synergies which we delivered about 18 months earlier than planned. We achieved $64 million of run-rate cost synergies in FY26 against a $50 million target, and e2open's underlying EBITDA margin rose eight percentage points to 36%.

Horizon 2 is underway and will take a few years. We're moving e2open to the operating model that is proven for CargoWise:

- a service partner network instead of in-house professional services and we've already made progress, with six getting certified
- a configurable platform instead of one-off customer-specific customizations, and
- alignment of commercial terms to ours. That means walking away from low margin services revenue but setting ourselves up for long-term growth opportunities.

Horizon 3, expected from around FY28, is focused on growth. That means delivering world-class products for global trade management and supply chain orchestration, eventually leading to a marketplace across the combined network, and products that serve both the companies that own the goods and the logistics providers who move them.

Through all of that change, e2open has maintained its product leadership positions with Gartner, IDC and Nucleus Research assessments across Global Trade Management and Supply Chain Orchestration. That reflects the quality of the products and the team.

CVP conversion

On our CargoWise Value Pack commercial model we have seen an increase in signings, and approximately 12% of customers are choosing to disburse charges, which has been trending up since launch. We have always said this will take time and is always optional for our customers.

Driving CVP conversion is one of our key growth initiatives for the year and is closely tied to our AI monetization initiatives. Accelerating this is a three-step process.

Step one is getting customers onto the model. The 95% of customers on CVP at launch account for around 70% of CargoWise revenue. The remaining 5% are on longer-term commitment contracts, and they hold the remaining 30% of revenue. Since then, we've seen a further 1.3% of CargoWise customers convert from those commitment contracts onto CVP, so the remaining customers are now at 3.7%, down from 5%.

Step two is timing. Every commitment customer transitions to CVP automatically when their contract ends, and around three-quarters of the commitment contracts reach the end of their term by FY29, so they will transition to CVP. Our goal is to bring this forward, starting with our 20 largest commitment customers. We've already put new contracts in front of 16 of them with one converted, so those conversations are well underway.

Step three is monetizing AI. We expect initial revenue on conversion to be neutral for us. Revenue then grows as agreed AI labor cost saving and efficiency milestones are reached. For some of our larger customers, a 10% labor cost reduction could translate to around $180 million to $300 million in annual savings. That is significant for our customers, and that drives value for WiseTech as our AI agents become the efficiency backbone of their businesses.

CargoWise AI agents

On this slide, you can see the progress we have made on embedding AI agents into the CargoWise platform. At our full year results in August, we shared that we had six agents live. We have now released a further three and have three more in pilot. We are stitching these agents together into automated end-to-end agentic AI workflows, which will increase the value and savings they bring to our customers. This creates significant monetization opportunities as we continue to make progress on labor cost savings and efficiency gains for our customers.

Richard will provide more insights into this work shortly.

VerifyWise – verified identity, trust and data

In August this year, we acquired FRDM.ai to accelerate VerifyWise, bringing advanced supply chain risk and compliance intelligence together with our trade, customs, and compliance capabilities.

Across global trade and supply chains, organizations are increasingly required to verify who they transact with, where products come from and whether suppliers meet expanding legal, ethical and regulatory obligations.

FRDM.ai maps supplier networks beyond the first tier and draws on more than six billion trade records to help customers identify risks including modern slavery, forced labor, child labor, sanctions, embargoes, denied parties and other compliance obligations.

Combined with our own customs, denied party screening and global knowledge capabilities, we are building VerifyWise into a single platform for multi-tier supply chain verification. We already have the customers and connections to bring this to market and have made solid progress.

We have scaled the platform for growth building out functionality for rapid adoption. We are ready to launch with customer zero, WiseTech's supplier network, with invitations expected to be circulated over the next few weeks. This will be followed by inviting all WiseTech customers to sign up to VerifyWise. We see a large opportunity emerging over time.

AI-led internal efficiencies

I've spoken about how AI is driving efficiencies and value for our customers, now I want to talk about what AI is doing inside WiseTech.

It starts with how we build products. More than 90% of our code is now written or assisted by AI. Engineering productivity is up 57%, compared with 45% at the end of FY26.

It extends to how we support our customers. Our customer service team is resolving tickets faster using AI, with a 28% improvement in resolution time, up from 22% at the end of FY26. In the pilot of our new customer support agent used by our teams, the number of incidents resolved through this agent rose 78%, with 93% accuracy.

In Product & Development, Customer Service and other functions, we are redesigning how work gets done so that our workflows are AI-first rather than AI-assisted.

The financial result is that our AI Transformation delivered about $51 million of annualized EBITDA run-rate savings in FY26. That reflects the changes in how we work, including a reduction of around 1,700 roles across the year, mainly in Product & Development and Customer Service.

We expect a further $40 million of annualized run-rate savings by the end of FY27, with net savings of $10 million in FY27.

Most importantly, AI is making us faster and more productive. It enables us to accelerate our product development and deliver AI capabilities for our customers.

In closing, FY26 was a monumental and transformational year for WiseTech. It required deep innovation, significant change, and difficult decisions. We entered FY27 with more growth opportunities across the business than ever before, a lower cost base, stronger margins, strong cash flow and a deleveraging plan that is ahead of schedule.

Jeff will shortly take you through our FY27 guidance and provide a trading update.

To our customers, thank you for your trust and partnership. To our team around the world, thank you for your resilience, commitment, and all you have achieved this

year. And to our shareholders, thank you for your support and belief in our long-term goals.

I'll now hand over to Richard.

Co-founder & Chief Innovation Officer address – Innovation update – Richard White

Thank you, Zubin. And thank you, Raelene.

FY26 was a year of huge progress and major wins for WiseTech.

We brought e2open into the Group and delivered the first phase of integration ahead of plan. We moved CargoWise from seat-based pricing to a transaction-based model for the vast majority of customers. And we put our first CargoWise artificial intelligence agents to work in live customer operations. We enter FY27 with a broader business, a stronger product, and more ways to help customers improve how they operate.

Think of how far WiseTech has come.

In the 10 years from the year we listed, FY16 to FY26 WiseTech's annual revenue grew more than 18 times, our EBITDA grew more than 24 times, our NPAT grew more than 17 times, and our free cash flow grew more than 41 times.

I want to thank our people, our customers, and our shareholders who have backed us along the way.

Let me explain how we will accelerate growth going forward.

We delivered key changes in FY26 that have set us up for a strong growth trajectory.

Raelene has set out five strategic initiatives for the year ahead. I want to explain what we will do to deliver them.

First, we have largely completed the foundational integration of e2open and are now bringing the WiseTech operating model to e2open.

We are rolling out our new streamlined sales model across e2open – this will enable accelerated Fortune 500 and Enterprise sales but also open access for the first time for e2open SME sales (as the CargoWise Value Pack has done for CargoWise).

We will also introduce our Research and Development Partnership model to e2open so customers can work directly with us on product enhancements and productivity and efficiency gains.

We will make key e2open products easier and faster to use, easier to deploy, and quicker to achieve value for new customers.

A big part of that is turning work that was formerly customized into expanded productizations that benefit a much larger group of customers. We intend to develop deeply and broadly for the whole market and allow all customers to have that advantage.

We are also building standardized installations and configurations for earlier and easier customer go-lives. This means much faster and lower cost implementations. Along with a stream of valuable improvements that create long term attraction for new customers and create much greater retention of existing customers. Every customer who uses our products benefits as we improve the products.

We'll put the expertise of e2open's professional services people to work in three ways. Some will join product teams to accelerate that work across e2open's leading products. Others will build training programs through WiseTech Academy and our new US-based WiseTech University to grow customer knowledge and advocacy. Others will help grow the powerful WiseTech Partner network, adding to the 456 existing partners, and driving customer go-lives and increased product.

Second, we are accelerating the conversion of the remaining CargoWise customers on long-term commitments to CargoWise Next and the CVP.

When we first implemented the CargoWise Value Pack, these customers represented about 5% of CargoWise customers. That's now around 3.7% which remains to convert and that conversion is underway.

We're working rapidly and deeply with the remaining customers on their conversion to CVP and many of these larger customers are critical to our agentic AI automation and digital twins strategy.

In partnership with our customers, we capture every operational action made by the users of CargoWise and every aspect of operations across 193 countries. This deep and broad market intelligence is used to design and harden our Agentic Workflow and Management AI.

This digital twins program, partnering with many of our largest and most sophisticated customers, means that we have a huge natural advantage in agentic deployment and new AI bot development.

Third, we'll help customers across the CargoWise base activate Workflow AI and Management AI.

We have major advances in agentic AI within CargoWise. Our agents will increasingly give customers a huge competitive advantage. They can reduce costs or win more sales due to competitive cost advantage, handle more shipments, respond faster, lift customer service and on time delivery, and lower their cost per shipment.

Our AI agents are highly specialized, fully trained, and automatically deployed and available within CargoWise. They work across the entire platform within the AI Workflow Engine and the CargoWise AI Management Engine.

An agent can identify if documents are missing. Another agent can make a request of the responsible party, while another agent can receive and ingest the missing document turning it into readable data. And yet another agent can classify and complete the customs entry ready for a human to lodge the entry.

CargoWise Management Agents monitor progress when a process needs human or agentic intervention.

We build these capabilities with customers in three ways.

Process Mining and Workflow Analysis (PMWA), working with our customers and WiseTech Partners, shows us where customers spend time across the whole process and how much time they currently spend in and outside CargoWise, and where we can save the most effort.

The Research and Development Partnership Agreement (RDA), works with our customers and WiseTech partners on the highest return improvements and builds them into CargoWise for wider rollout and to allow agentic work to flow.

Under the Agentic AI Development Agreement (ADA), we incentivize and work with customers directly in their business, to develop and test agents alongside their operators in real world environments across 193 countries with myriad complex local requirements.

At a 50% labor reduction, the potential annual savings could be more than US$5.5 billion per year for our top 15 customers and more than US$11.8 billion across all CargoWise customers.

As part of our commercial model, we intend to charge a tiny fraction of that labor saving. Customers will willingly choose to turn these capabilities on.

Fourth, we are ready to launch VerifyWise across our network.

We'll start with our own suppliers, including those of e2open. From there, we'll extend the rollout across the WiseTech and e2open network, directly connecting to our customers and to 170,000 trading partners. From there we have direct or indirect access to as many as 100 million corporations that are part of the extended system of trade and logistics we process for.

Businesses need to know who they're trading with, where their goods come from, and where risk sits in their supply chains, including forced labor, modern slavery and child labor.

VerifyWise brings that information together on a verified, 365 day per year basis and helps customers see beyond their immediate suppliers into the tier 2 and tier 3 relationships. The data sets and relationships we have across WiseTech and e2open give us a way to bring that capability into day-to-day use at scale.

Fifth, we will put more agents and AI bots to work inside WiseTech.

A software defect reported by a customer is now reviewed and analyzed, and often fixed, by AI. An agent can write review code, create tests, help trace a defect, and write a test that reproduces a defect and a proposed fix.

We'll apply that same approach across the business. AI bots can take over many menial tasks allowing for improvements and freeing resources for high value activities.

A decade ago, we were a much smaller business with a clear view of what better software could do for global logistics.

Today, we can put that same conviction to work across the whole of global trade, logistics and the supply chain. In FY27, you'll see our progress:

- our largest customers engaged in true partnership to deliver efficiencies in their workflows through agentic AI
- customers that have moved to our new commercial model taking advantage of the many additional modules, functions and AI features being released in rapid succession
- an increasing number of agentic AI doing real work in live operations
- and a rapid rollout of supply chain verification to customers, partners and beyond using VerifyWise.

Look at the marketplaces we are growing into:

- Global Logistics (CargoWise Next)
- Global Express Couriers (ExpressWise.com)
- Global Trade and supply chain orchestration (TradeWise.net)
- Supply chain compliance and verification (VerifyWise)
- International Trade Finance (VerifyWise for Global Banking)
- Government Border Agencies (TMP and BorderWise)

This represents a significant and continued expansion of our TAM and our global reach and each of these markets drive adoption across our other marketplaces to create value across global trade, logistics and supply chains.

Jeff will now take you through a trading update and share how we're managing capital as we deliver on these priorities. Over to you, Jeff.

Chief Financial Officer address – Trading update – Jeff Howard

Thank you, Richard, and good morning, everyone.

It's a privilege to be speaking to you at my first AGM as WiseTech's CFO.

Raelene, Zubin and Richard have updated shareholders on our progress and key initiatives. I will take you through how we are trading so far in FY27 and outline WiseTech's capital management framework.

In August 2026 we outlined guidance for FY27. That guidance included ranges and detail about revenue, underlying EBITDA and margin. On the revenue front we guided a wide range of $1.48-1.54 billion, including CargoWise revenue growth of 12-20%, skewed 45/55 between the halves; flat revenue on e2open driven by a combination of one additional month, offset by continuing transition of the commercial model; and overall Group revenue growth of 6-10%. Underlying EBITDA was guided to $725-780 million, up 12-21% year on year, with an improved margin of 49-51%.

Pleasingly, the year has started well. Up to the end of October, CargoWise revenue has grown 11% year on year, driven by higher transaction volumes, growth from large global freight forwarders and price rises for customers on STL. On the same basis, e2open reported revenue in WiseTech financials is up 26%. This includes the extra month in FY27; on a pro-forma basis revenue has declined 6% year to date. Critically, e2open revenue is slightly ahead of our plan.

From a cost perspective we are tracking in line with our expectations. This includes our focus on building high-performing teams; we are making progress regarding the $40 million annualized run-rate savings in line with our August announcement. To the end of October, on a pro-forma basis, costs are 16% lower compared to the prior comparative period. Underlying group EBITDA margin year to date is up nearly 10 percentage points on a pro-forma basis, to just over 47%. E2open underlying EBITDA margin has improved to just under 39% year to date.

In August our revenue guidance was predicated on modest adoption of key initiatives to achieve the bottom of our guidance range, with those key initiatives second half weighted. Now, even before the adoption of the growth initiatives, based on performance to the end of October, and subject to this momentum and favorable market conditions continuing, we are confident we can achieve FY27

revenue of $1.48 to $1.5 billion. At this level, the half split for CargoWise revenue would be closer to a more normal 49/51 skew (before the impact of the initiatives).

Raelene, Zubin and Richard have outlined five key initiatives this morning. To the degree the CVP, AI and VerifyWise initiatives are adopted during the second half, we will drive through the existing FY27 guided revenue range up to $1.54 billion, and EBITDA range up to $780 million. All three are progressing with milestones being delivered:

- As Zubin advised we are converting customers to CVP ahead of contract expiry, and have contracts out with many more
- The capability and efficiency of our AI agents and workflows continue to improve, and will lead to monetization opportunities, and
- VerifyWise is ready to launch with WiseTech, including e2open, as customer zero. We expect invitations to be sent to our suppliers over the next few weeks, and our customers to follow in the second half of FY27.

We appreciate that our revenue and EBITDA guidance range remains wide at this time. Our aim is to continue delivering key milestones so that we can tighten the range as we progress through FY27.

Capital management framework

Finally, I want to take you through WiseTech's capital management framework. With our elevated levels of debt post the e2open acquisition, it is important that our shareholders are aware of the Board's strategy in this regard.

It starts with our mission and purpose. We are here to enable and empower the world's supply chains. We do that by being deeply embedded in our customers' operations, delivering enhancements and capability, including through AI, to lift output and productivity; we share in that gain and reinvest in further innovation and capability, which grows our network and reinforces how embedded we are. A virtuous circle.

Our capital management framework is another layer. WiseTech generates strong cashflow from operations. After maintenance capex, interest, tax, and dividends in line with our policy, we may look to reinvest for growth through growth capex and special projects that will expand our products and capabilities and, in turn, expand

our network. These investments will need to deliver an adequate return on capital deployed.

Our primary focus right now is to pay down debt, while ensuring we maintain sufficient liquidity. Our target range for net debt to underlying EBITDA is 1-1.5x, and as flagged in the August results our target for FY27 is 2.2x. We will always maintain minimum liquidity sufficient to meet operating and debt obligations. That is currently $700 million in a combination of cash and undrawn committed debt facilities.

Once leverage is in the target range, we will be able to consider opportunities to scale and/or look at options for any surplus to drive value. For ordinary M&A – and where it can achieve target return hurdles – we may increase leverage to up to 2x, so long as there is a rapid path back to our target range. Similarly for large-scale, transformative opportunities that meet our return hurdles, we may increase leverage to up to 3.5x, just like we did with e2open. These opportunities would require us to return to 2x within 2-2½ years.

Needless to say, we are not inside our target range yet, so have more work to do before meaningful M&A or surplus considerations come into play.

To sum up, based on how the business is trading today, we're confident of being in the guided revenue range, before the impact of key initiatives. Continued delivery of milestones will enable customers to take up these products and drive WiseTech through the existing FY27 guided revenue range. Our costs are well managed. And we have a clear framework for how we'll use the cash we generate. I look forward to updating you on our progress in February.

I'll now hand back to Raelene who will take us through today's formal business.

//END

wisetech global

Annual General Meeting

27 November 2026

Financial data: All dollar values are in U.S. dollars (USD) unless otherwise presented

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WiseTech Global Limited Board and Officers



Raelene Murphy
Independent Chair



Rob Castaneda
Independent
Non-Executive Director



Chris Charlton
Independent
Non-Executive Director



Tim Ebbeck
Independent
Non-Executive Director



Sandra Hook
Independent
Non-Executive Director



Richard White
Co-Founder & Executive Director
Chief Innovation Officer



Maree Isaacs
Co-founder & Executive Director
Head of License Management



Zubin Appoo
Chief Executive Officer



Jeff Howard
Chief Financial Officer



Katrina Johnson
Chief Governance Officer &
Group Corporate Secretary

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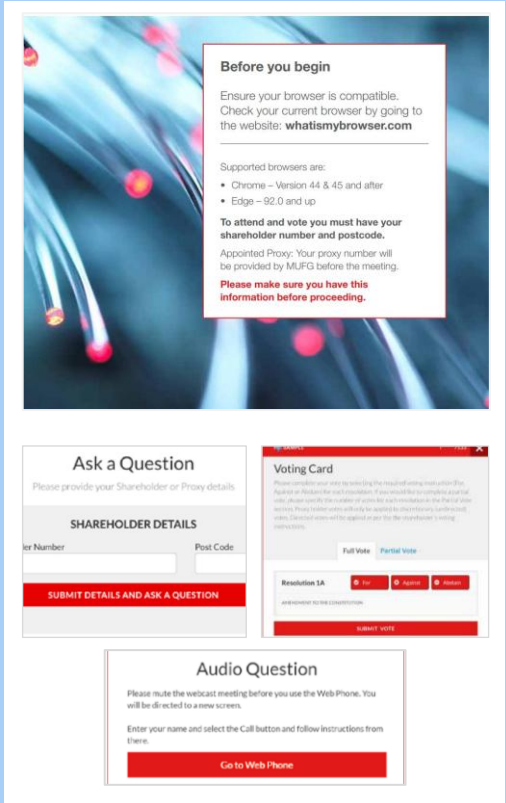
Attend AGM online

Online meeting guide	wisetechglobal.com/investors/shareholder-services/#annual-general-meetings
Access virtual meeting	https://meetings.openbriefing.com/WTC26
How to vote	Click '**Get a Voting Card**' button
How to ask a question	Click '**Ask a Question**' or '**Audio Question**' button

HELP NUMBER: 1800 990 363



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How to ask questions in person

1. Go to the **microphone stands** on either side of the room. The WiseTech team will direct you.

2. State your **name** and, if applicable, the **organization** you represent, before your question.

3. Ask at the relevant item of business.

4. Questions from shareholders in the room are taken first, before audio and online questions.

General order of questions

1. Shareholders in the room
2. Audio questions by phone
3. Online written questions

Questions follow each item of business. Other general questions come at the end.

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How to ask written questions through the online meeting platform

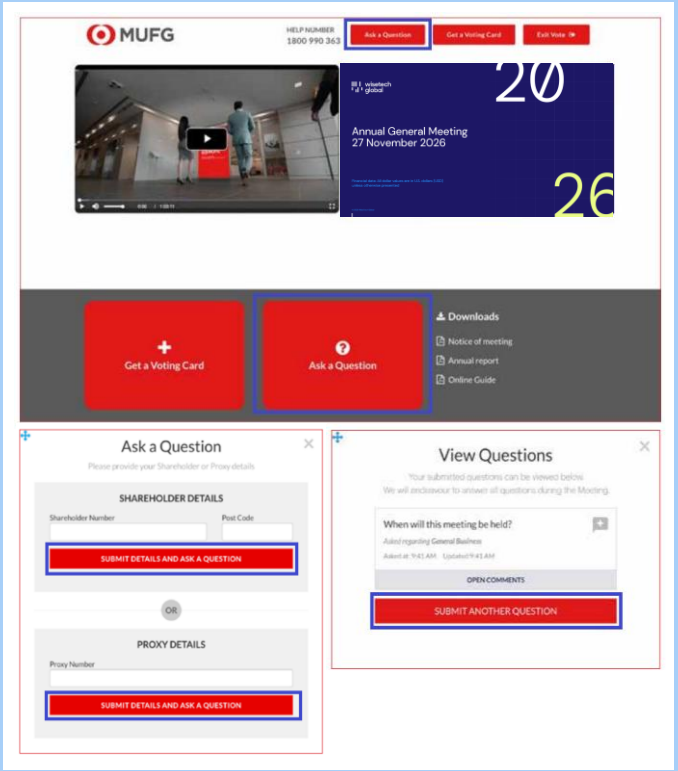
1. Click '**Ask a Question**' button either at the top or bottom of the webpage.

2. Enter your Shareholder Number (SRN/HIN) and postcode or Proxy Number and click '**Submit Details and ask a Question**'.

3. In the '**Regarding**' section click on the drop-down arrow and select the category/resolution for your question.

4. Click in the '**Question**' section and type your question and click on '**Submit**'. You can view your questions in 'View Questions' section.

5. Click '**Submit Another Question**' in 'View Questions' box if you would like to ask another question.



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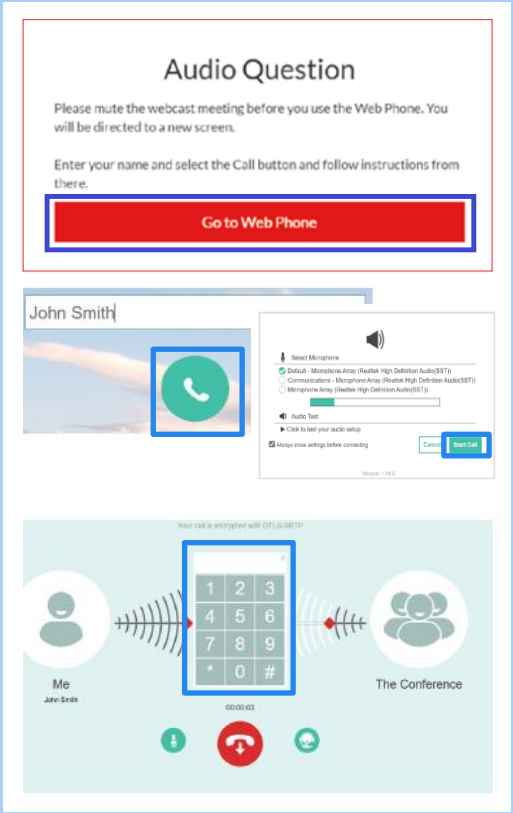
How to ask audio questions

1. Click '**Go to Web Phone**' button.

2. Type in your name and hit the green call button to join the meeting and listen to proceedings. Select '**Start Call**' on the microphone test box.

3. When the Chair calls for questions on each resolution, **press *1** on your keypad to notify the operator that you have a question.

4. When it is your time to ask your question, the moderator will introduce you to the meeting, your line will be unmuted and you will be prompted to speak.



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How to vote on items of business in person

1. All items of business are voted on by a **poll**, which is now open.
2. Only **registered shareholders** and validly appointed **proxyholders** may vote.
3. Shareholders and proxyholders who have not yet voted hold a **YELLOW** voting card. Proxyholders also have a schedule of their voting directions.
4. Only **YELLOW** or **BLUE** card holders may speak or ask a question.

Who may vote and speak, by card

YELLOW	Voting shareholders and proxyholders. May vote, speak and ask questions.
BLUE	Non-voting shareholders. May speak and ask questions, but not vote.
RED	Visitors. May not vote, speak or ask questions.

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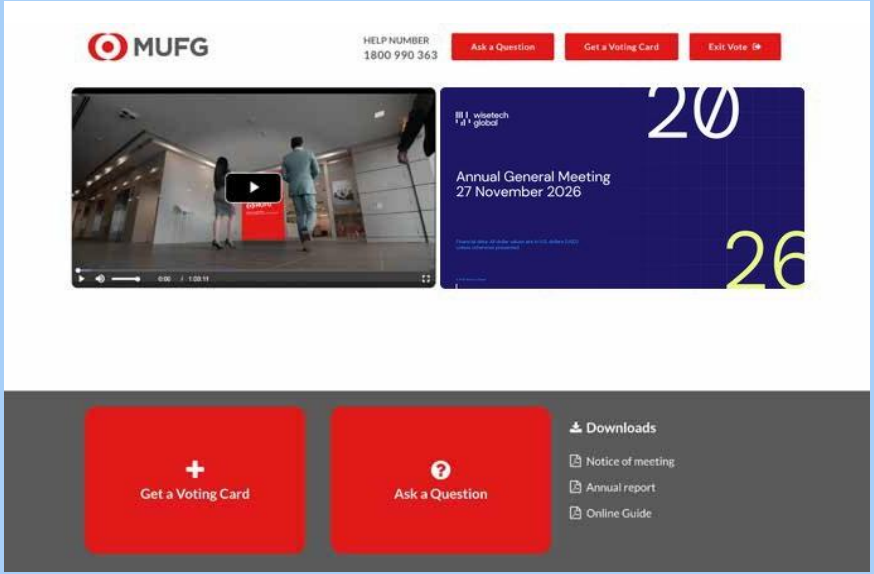
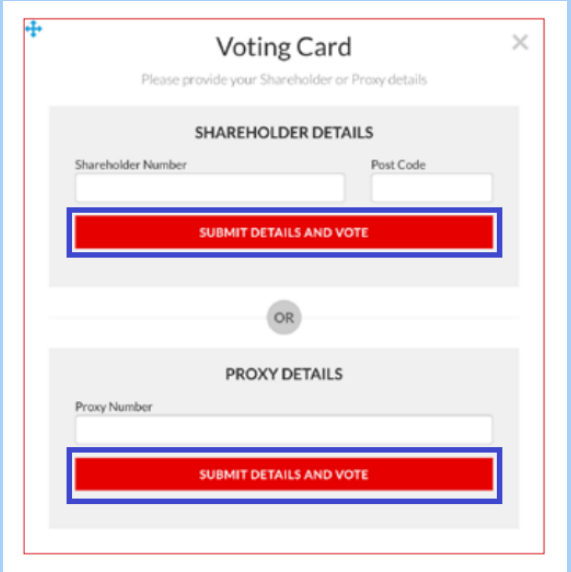
How to vote on items of business through the online meeting platform

1. Click '**Get a Voting Card**' button either at the top or bottom of the webpage.



2. Enter your Shareholder Number (SRN/HIN) or Proxy Number and click '**Submit Details and Vote**'.



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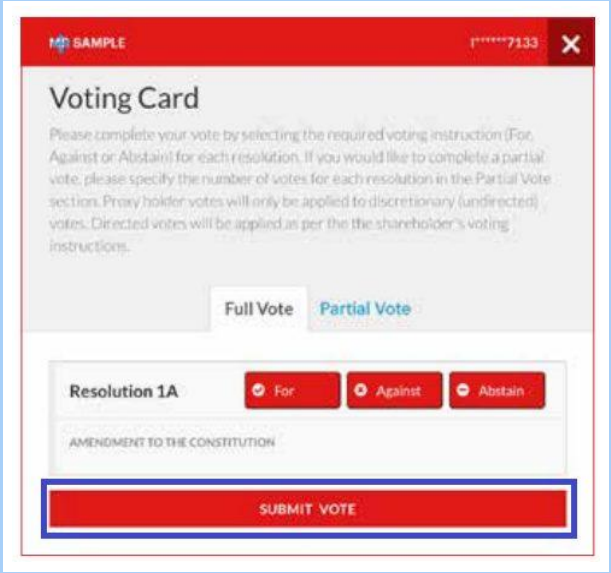
How to vote on items of business through the online meeting platform (continued)

3. Select either '**Full Vote**' or '**Partial Vote**'.

4. Place your vote by clicking '**For**', '**Against**' or '**Abstain**' voting buttons.

5. If you would like to submit a partial vote, ensure you enter the number of votes for any or all resolutions.

6. Click '**Submit Vote**' or '**Submit Partial Vote**' button to complete your vote.



- You may cast your live vote at any time during the AGM
- You must log in to the online platform to cast the live vote
- Live voting will close approximately five minutes after the close of the AGM

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Agenda

Chair’s address

FY26 results and strategic initiatives update

Innovation update

Trading update

Formal business

Poll

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Chair’s Address

RAELENE MURPHY
CHAIR



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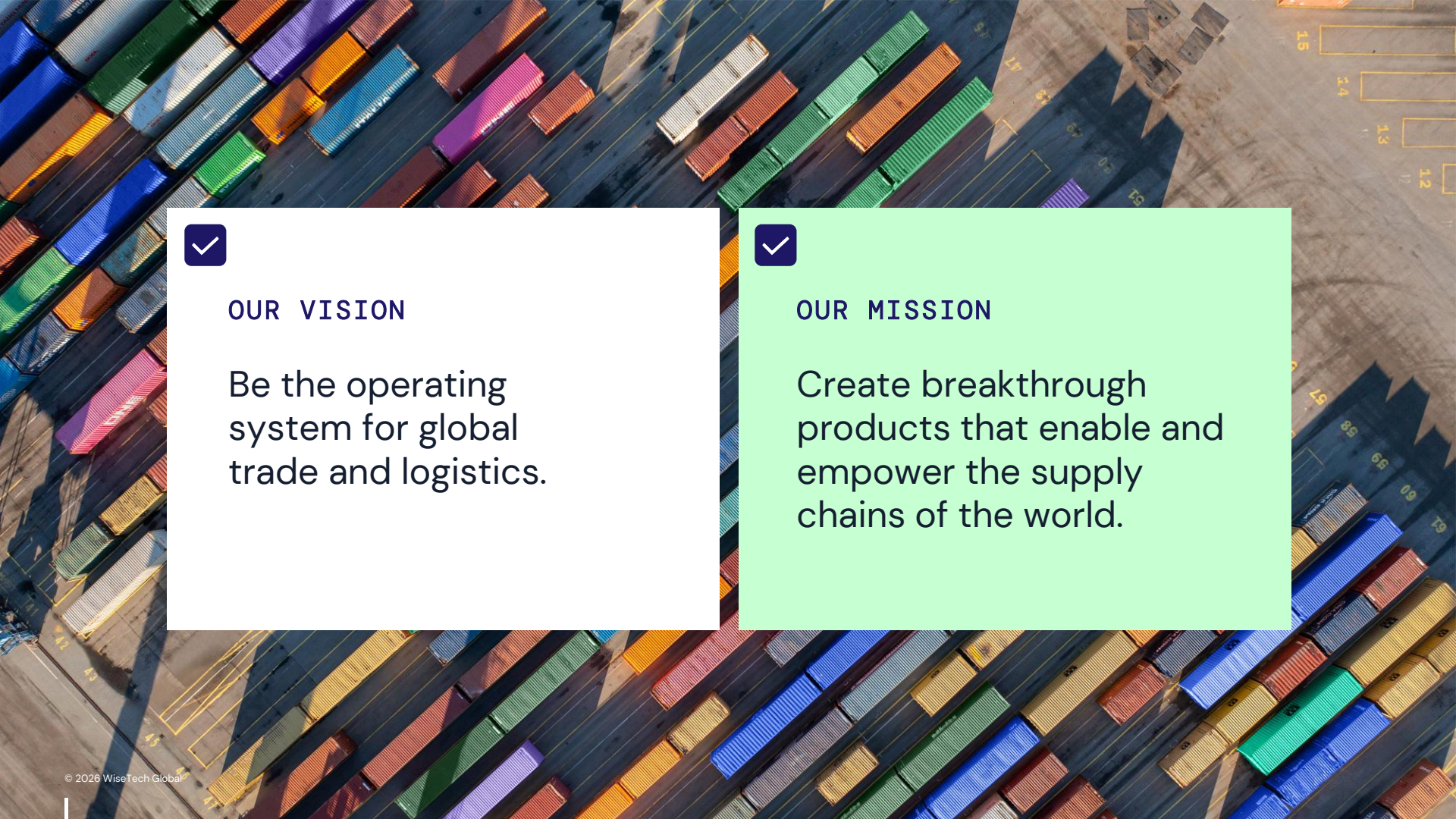

OUR VISION

Be the operating system for global trade and logistics.

OUR MISSION

Create breakthrough products that enable and empower the supply chains of the world.

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Governance update

Key governance commitments delivered, with independent oversight in place

1 Board independence

- Raelene Murphy appointed Independent Chair in July 2026
- Five independent NEDs appointed since March 2025
- Strengthened Board skills across technology, logistics, people, finance and enterprise software
- Board Committees chaired by experienced Independent NEDs
  - Sandra Hook appointed Chair of the People & Remuneration Committee in October 2025
  - Tim Ebbeck appointed Chair of the Audit & Risk Committee in September 2026
- Rob Castaneda and Chris Charlton provide domain expertise to management key initiatives

2 Management evolution

- Zubin Appoo appointed CEO in July 2025, after an earlier 15 years tenure with the business
- Jeff Howard appointed CFO in September 2026
- Katrina Johnson appointed Chief Governance Officer & Group Corporate Secretary in November 2026
- Damien Sullivan appointed Alternate Company Secretary in November 2026
- Business Acceleration Management Committee established to drive strategy and business outcomes
- Established a dedicated Governance & Regulatory function

3 Enhancing policies & practices

- Shareholder and proxy adviser engagement expanded since the FY25 first remuneration report strike
- FY25 carried-forward performance equity not paid, reflecting shareholder outcomes and feedback from investors and proxy advisers
- Formal performance review mechanisms introduced for CEO
- KPI weightings disclosed for Executive KMP
- Corporate policies reviewed to ensure they remain fit for purpose

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Regulatory update

Solid progress in resolving key regulatory matters

Matter regarding Company/Founder	Status	Latest position
ASIC – governance investigation relating to the period 2019 – 2025	Resolved, no further action	• No-action letter issued to the Company by ASIC • ASX announcement on 15 October 2026
ASIC – alleged share trading by the Founder and two employees*	Resolved, no further action*	• No-action letters issued by ASIC to the Founder and two employees* • ASX announcement on 15 October 2026
ACCC – review of Expedient acquisition	Resolved, no further action	• Divestiture of Expedient completed • Independent Audit process has now concluded
ASX – Listing Rule 12.7 (ARC Chair)	Resolved, no further action	• Compliant from 1 September 2026 • ASX announcement on 25 August 2026
AFP investigation – Founder	Resolved, no further action	• Written confirmation received from AFP confirming investigation was opened but has now concluded, with no action against the Founder • ASX announcement on 25 November 2026
ACCC investigation	Ongoing	• Investigation still in early stages • Scope includes competition law matters and whether Founder complied with search warrant on 19 August 2026 • Co-operating fully

* As disclosed in the Company's ASX announcement on 15 October 2026, an ASIC investigation regarding alleged trading by a fourth individual is continuing at this stage. The Company is co-operating fully.

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Strategic initiatives



E2open growth



CVP conversion



AI monetization



VerifyWise



AI-led internal efficiencies

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FY26 results and strategic initiatives update



ZUBIN APPOO
CHIEF EXECUTIVE OFFICER

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FY26 – a transformational year

CargoWise growth and e2open acquisition drive revenue in FY26

- **Total revenue** of $1,395.9m, up 79% on FY25, within guidance
- **Exceeded guidance EBITDA** at $585.8m[1], up 54%
- **Exceeded guidance EBITDA** margin at 42%[1]
- **Underlying EBITDA**[2] was $644.5m, with Underlying EBITDA margin of 46%

AI-led transformation

- **Internal AI adoption** translating to measurable productivity gains
- **Strong pipeline** of AI initiatives in pilot and development leading to monetization opportunities as efficiencies are delivered to customers
- **Workforce transformation** with AI-led workflows, enabling agile and transformative capabilities to accelerate product delivery

Cost and capital discipline

- **~$115m** annualized run-rate savings achieved in FY26
  - **$34m** from FY26 AI Transformation program
  - **$17m** from prior efficiency program
  - **$64m** from e2open cost synergy program ahead of $50m target. Driving 8pp expansion in e2open Underlying EBITDA margin[3]
- **Deleveraged to 2.7x** in FY26, ahead of ~3.0x target

Strategic delivery and execution

- **CargoWise Value Packs (CVPs):** 95%+ of customers on CVP, new signings up ~30%[4] and early migrations from STL customers
- **E2open:** unified roadmap and aligning teams by product
- **VerifyWise:** acquired FRDM.ai to accelerate supply chain compliance offering
- **NZ Government:** BorderWise Community Edition delivered; Tariff Management Portal on track

1. At WiseTech's 1H26 Results in February 2026, guidance was reaffirmed excluding the impact of restructuring plans announced on AI Transformation and the financial impact of the divestment of Expedient Software. FY26 Guidance EBITDA and EBITDA margin refers to FY26 reported EBITDA ($558.4m) adjusted for the net cost of the AI Transformation program ($20.2m) and loss on divestment of Expedient Software ($7.2m). See FY26 EBITDA walk on slide 32 in the FY26 results investor presentation.
2. Underlying EBITDA and Underlying EBITDA margin refers to reported EBITDA adjusted for costs relating to M&A, restructuring and gains/losses from divestments. See FY26 EBITDA walk on slide 32 in the FY26 results investor presentation.
3. Compared to FY25 pro forma. FY25 e2open pro forma measures are unaudited and presented for illustrative purposes only. Refer to slide 15 of WiseTech Global's FY25 Results Investor Presentation for specific pro forma adjustments
4. CVP signings from 1 December 2025 to 30 June 2026 vs STL signings in the same period in FY25.

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FY26 financial performance

USD M	FY25	FY26	% change
Total revenue	778.7	1,395.9	79%
CargoWise revenue	682.2	756.9	11%
e2open revenue	-	541.2	nm[3]
EBITDA	381.6	558.4	46%
EBITDA margin	49%	40%	(9)pp
Underlying EBITDA[1]	413.9	644.5	56%
Underlying EBITDA margin[1]	53%	46%	(7)pp
Statutory NPAT	200.7	178.7	(11)%
Underlying NPAT[2]	243.0	313.5	29%

Total revenue **$1,395.9m** ↑ 79%

Underlying EBITDA[1] **$644.5m** ↑ 56%

Group savings **~$115.0m** in total annualized run-rate savings achieved

Net leverage **2.7x**

Final dividend **8.8cps** ↑ 14%

1. Underlying EBITDA and Underlying EBITDA margin refers to reported EBITDA adjusted for costs relating to M&A, restructuring and gains/losses from divestments. See FY26 EBITDA walk on slide 32 in the FY26 results investor presentation.
2. Underlying NPAT: Net Profit After Tax adjusted for costs and payments relating to M&A, restructuring and gains/losses from divestments, excluding fair value adjustments from changes to acquisition contingent consideration, non-recurring tax on acquisition contingent consideration, acquired amortization net of tax and contingent and deferred consideration interest unwind net of tax. See definition on slide 39 and reconciliation on slide 38 in the FY26 results investor presentation.
3. Not measured.

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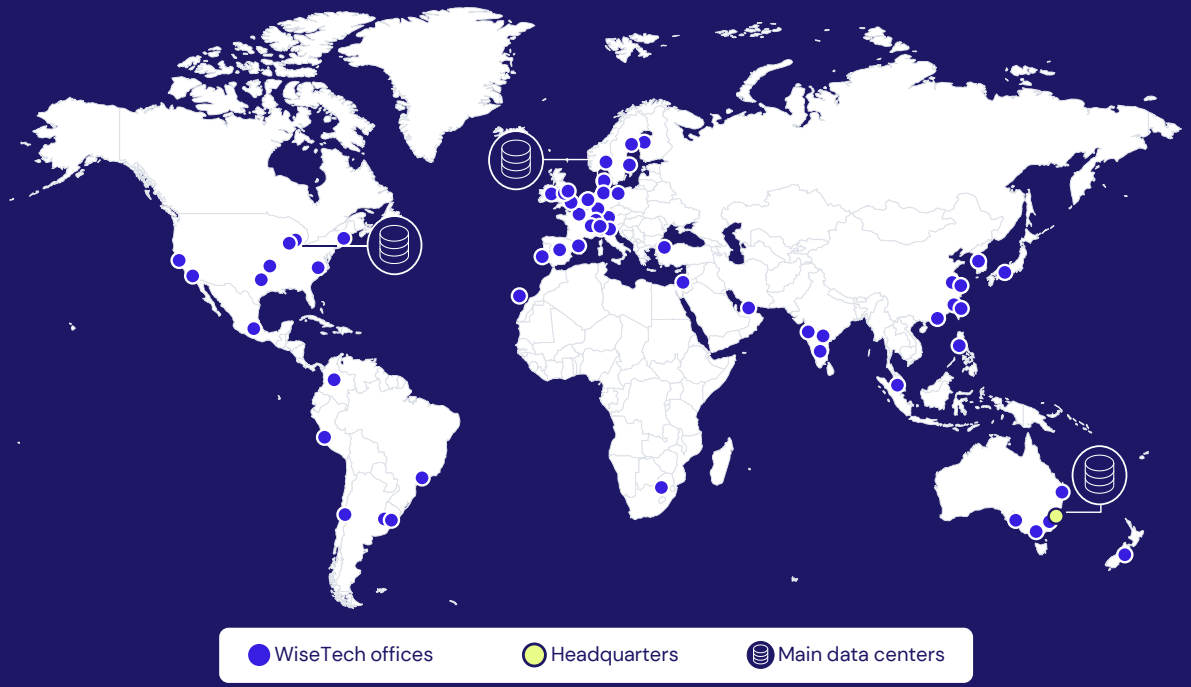
We are a leading global innovator, providing mission-critical software for organizations across global trade, logistics and the supply chain



US$1.4b FY26 revenue[1]	**~US$10.5b** market capitalization[2]	**20k+** customers[3]
193 countries	**~5,100** people globally as at Oct-26	**33** development centers globally
500,000+ connected enterprises	**160+** ocean carrier connections	**24 of 25** large global freight forwarders
95m+ ocean containers tracked	**400+** airline direct connections	**~80%** manufactured trade flows[4]
30+ years of domain expertise	**55+** acquisitions over the past 10+ years	**6,500+** enhancements in last 5 years[5]

Note: Figures shown are as of 30 June 2026, unless specified otherwise.
1. Year ended 30 June 2026, including e2open from August 2025.
2. As at 6 November 2026, converted at 0.70 AUD/USD.
3. Includes customers on CargoWise and non-CargoWise platforms whose customers may be counted with reference to installed sites, including deduplicated e2open customers.
4. Covered by global customs solution; inclusive of countries both in production and in development.
5. CargoWise application suite enhancements.

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Our people, culture and community

Our culture is not by accident. Our creativity is by design. Our people define us.

~5,100
global team members[1]

75%
of WiseTech team use AI in their day-to-day work

96%
of our global workforce hold WiseTech equity[1]

68%
employee engagement score[2]

Our people

- ~40% of our team in product design & development, 57% productivity increase
- Flat organization structure that empowers leaders and teams to drive decisions and outcomes
- AI-enabled teams with access to all the leading US frontier LLM tools

Our culture[2]

- Driving an AI-led, high-performance culture
- 87% can speak up and disagree with their leader
- 81% rate their leader's support favorably
- 73% understand our vision and priorities
- Access to latest AI tools – 85% of our people believe they have opportunities to develop and use AI effectively
- We continue to listen to our team members through engagement channels

Community

Full lifecycle of education opportunities to build skills and pipeline offering:

- Primary and secondary school education K-12 through the Grok Academy Platform
- Vocational education (Industry Diplomas) through the WiseTech Academy
- University degrees through the WiseTech University

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1. As at 31 October 2026.
2. Figures are based on WiseTech 2026 internal employee survey.

Strategic initiatives



E2open growth



CVP conversion



AI monetization



VerifyWise



AI-led internal efficiencies

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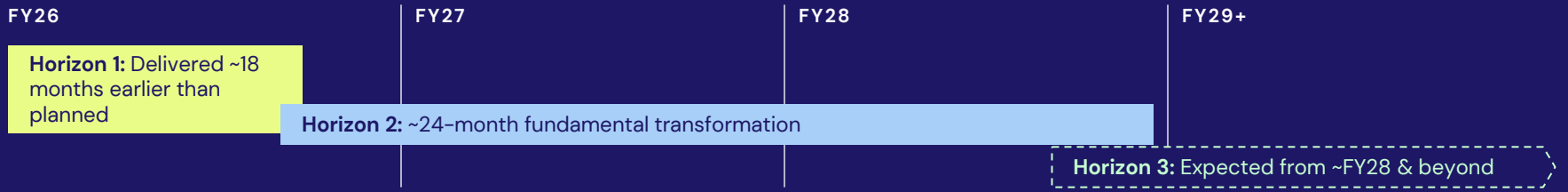
E2open progress

A multi-year transformation, building out a strong foundation for growth and long-term value



HORIZON 1 - DELIVERED

Business integration and cost synergies

- $64m run rate cost synergies, ahead of the FY27 target of $50m
- Organizational alignment across functional teams

HORIZON 2 - UNDERWAY

Alignment of operating model

- Transition to Service Partner model, 6 getting certified
- Customizations to configurable and scalable platform
- Alignment of customer support and commercial practices and framework
- Rebrand products to TradeWise
- Cross platform product synergies

HORIZON 3 - FUTURE

Growth

- Provide a multi-sided marketplace across the combined network
- Extend product offering across BCOs and LSPs
- Solve long-standing industry inefficiencies through innovation

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CVP conversion

Increased ability to create value for our customers

~30% increase in new CargoWise signings, **~40%** increase in new SME signings[3]

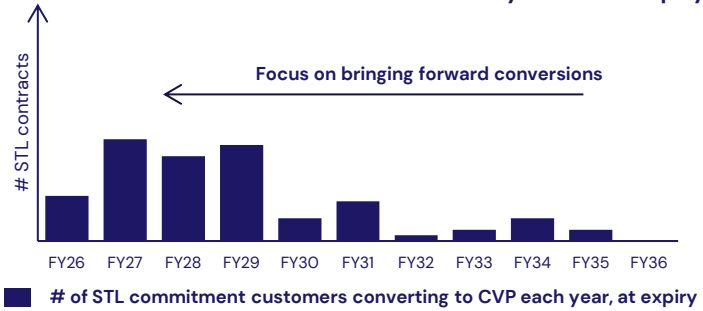
~12%
of customers are choosing to disburse[6]
Trending upwards since launch

~3.7%
of STL customers remain to convert to CVP (down from ~5%)[2]

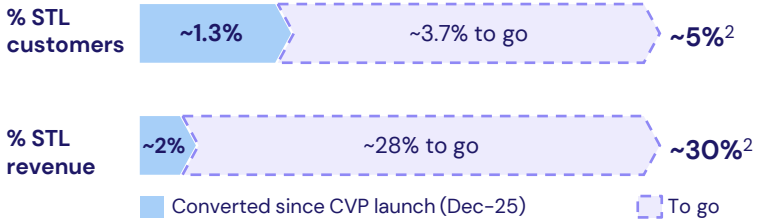
~28%
of STL revenue remains to convert to CVP (previously ~30%)[2]

<1%
customer attrition for the last 14 years[5]

STL commitment customer conversions by contract expiry[1]



STL to CVP conversion



CVP conversion

- ~95% of customers transitioned in December 2025
- Attrition remains at <1%, as it has for the last 14 years[5]
- STL customers automatically transition to CVP when commitment contracts expire
- Focus on early conversion of the remaining STL customers. ~1.3% of the remaining STL customers converted to CVP[2] since December 2025. 3.7% of customers remain to convert
- 28% of STL revenue remains to convert to CVP[2]
- Of the top 20 STL customers, 16 conversion contracts issued, of which 1 signed
- Converting to CVP unlocks access to AI agents, including agentic workflows and new features released
- AI will be monetized in stages as significant incremental labor savings are delivered
- For some of our larger LGFF customers, a 10% labor cost reduction could translate to ~$180-$300m in annual savings[4]

1. Graph is not drawn to scale, for illustration purposes only.
2. Based on 1H26 baseline STL revenue and STL customers.
3. Based on new signings in January to October 2026 compared to prior comparative period.
4. Based on analysis of publicly available annual reports of selected global logistics providers, including reported staff costs. For illustrative purposes only.
5. Attrition applies specifically to the CargoWise application suite.
6. Relates to customers choosing to disburse at least 10% of CargoWise Automation Fees each month since CVP launch.

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CargoWise AI Agents

Embedding AI agents to drive efficiencies for customers

Data ingestion
Capture and ingest information from anywhere

- Automated Job Registration Agent
- **Smart Auto-Request Agent**
- Accounts Payable Doc Ingestion Agent
- Commercial Invoice Doc Ingestion Agent
- Rate Ingestion & Validation Agent
- Logistics & Trade Doc Ingestion Agents
- **RFQ Agent – Email to Quote**
- **RFQ Agent – Automated Email Intake**

Understand & process
Extract, interpret and validate information

- Product Research Agent
- Classification Assistant Agent
- Compliance Regulatory Risk Agent (ComplianceWise)
- Document Validation Agent
- Document Readiness Agent
- **CargoWise Map AI Search**
- **RFQ Agent – Quote Request Validation**

Decide & execute
Make decisions and execute work in CargoWise

- Workflow Execution & Reasoning Agent
- Operational Intelligence Agent
- AI-powered CargoWise Expert (ACE)
- **Rating Commodity Normalization Agent**
- **RFQ Agent – Quote Creation**

Manage exceptions
Monitor, resolve and keep shipments moving

- Tracking Automation & Resolution Agent
- Receivables Collections Agent

Status key

Progress since FY26

- Now live
- In testing & pilot
- In development

The impact

- Increase productivity by automating manual processes
- Improve data quality and decision accuracy end to end
- Accelerate execution and customer satisfaction
- Lower operating costs and improve margins at scale
- Create a defensible AI advantage built on our data and workflows

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VerifyWise – verified identity, trust and data

Delivered

FY27 milestones

- FRDM.ai acquired in August 2026
- VerifyWise scaled for growth
- WiseTech as customer zero - ready to launch
- All WiseTech customers invited through self-serve sign-up

FY28 and beyond milestones

- Compliance data across e2open and CargoWise integrated
- VerifyWise integrated with CargoWise and TradeWise

Data sources

- KYB
- KYC
- UBO
- Modern slavery & forced labor
- Sanctions
- Embargoes
- Denied/restricted parties
- Master data
- Other regulatory data

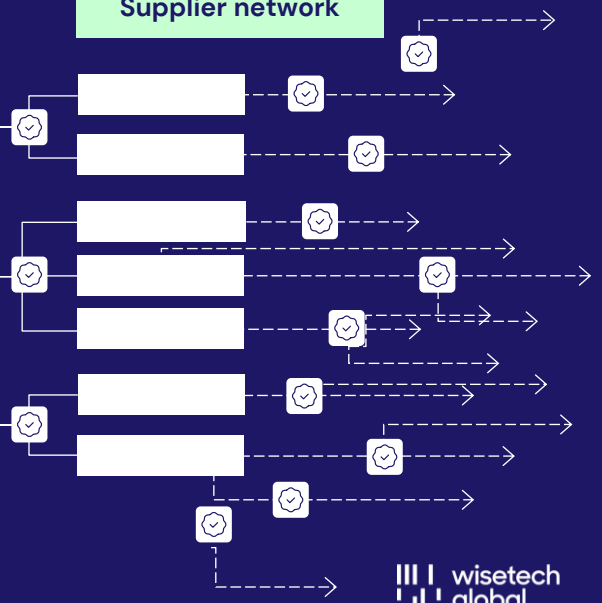
VerifyWise Platform

FRDM.ai
BorderWise
CW Global Knowledge
e2o Global Knowledge

Parties

- FRDM.ai customers & suppliers
- Logistics & transport operators
- Importers, Exporters, Manufacturers, BCOs, Traders

Supplier network



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AI-led internal efficiencies

Delivered ~$51m run-rate savings in FY26 through AI Transformation, with incremental ~$40m planned for FY27

AI-led efficiencies

~1,700
headcount reduction in FY26

~$51m
annual EBITDA run-rate savings delivered in FY26

~$40m
additional annualized run-rate savings by end of FY27, net savings of
~$10m
in FY27

AI-driven productivity improvements[1]

Product & Development

90+%
code written or assisted by AI

57%
increase in productivity across engineering
↑ **12%**
from FY26

1,827
product enhancements in FY26

Customer Service

28%
faster support ticket resolution
↑ **6%**
from FY26

78%
increase in number of support incidents resolved[2]

93%
Accuracy rate on incidents resolved by the customer support agent[2]

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1. Figures based on CargoWise data.
2. Stats compares Aug-Oct 2026 vs prior comparative period across select number of customer support staff piloting the customer support agent launched in August 2026.

Innovation update

RICHARD WHITE
CO-FOUNDER & CHIEF INNOVATION OFFICER



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Strategic initiatives



E2open growth

- Align e2open to the WiseTech operating model
- Introduce R&D partnership model
- From customized to standardized product
- Redeploy professional services resources and implement Trade Service Partner network



CVP conversion

- Accelerate conversion to CVP. Down from ~5% of remaining STL customers to ~3.7%
- Leverage digital twin program with customers



AI monetization

- Activate Workflow AI and Management AI for customers
- Agents run complex processes in live operations
- AI will monetize in stages as incremental labor savings are delivered



VerifyWise

- Live real time 365 days verification or Teir 1, tier 2 and tier 3 suppliers
- Expanded product launch to WiseTech, e2open suppliers
- Then to CargoWise and e2open customers and the ~170,000 trading partners
- Then direct and indirect access to ~100m corporations



AI-led internal efficiencies

- AI embedded in how we build and support products
- Agents identify and fix customer reported defects
- Extend agents and AI bots across the business
- Reallocate resources for higher value work

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Delivering the operating system for global trade and logistics

These large global markets are all a single step away from our core proven capabilities

Logistics & transport

CARGOWISE

$12T+ global logistics market[1]

We power the physical movement of goods - connecting carriers, forwarders, ports, warehouses and transport operators to execute global logistics with precision and scale

Global trade management & Supply chain orchestration

TRADEWISE

$25T+ global trade market[2]

We orchestrate channel, planning, supply, global trade, and transportation so manufacturers, brand owners, retailers, and distributors can optimize the making, moving, and selling of goods across the global supply chain

Trade finance & banking

Over 90% of world trade relies on trade finance[3]

We enable the flow of capital behind trade - supporting financing, settlement and risk management across the global supply chain

Customs, border & government agencies

100s of customs, border and government agencies[4]

We connect trade to government - digitizing compliance, customs and regulatory processes to enable faster, more secure cross-border movement

Verified identity, trust and data

VERIFYWISE

Long-term opportunity could be as much as $20B[5]

We help supply chain participants and their related parties manage supply chain risk and increasingly mandatory compliance by combining individual, corporate and supply chain information; verified trade documents; transaction progress; and status and entity master data

1. Armstrong & Associates, Inc.
2. World Trade Organization.
3. UNCTAD.
4. World Customs Organization.
5. Based on WiseTech analysis.

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Trading update

JEFF HOWARD
CHIEF FINANCIAL OFFICER



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FY27 trading update[2]

FY27 Revenue

$1.48b – $1.54b

6% – 10%

FY27 growth vs FY26

FY27 Underlying EBITDA[1]

$725m – $780m

12% – 21%

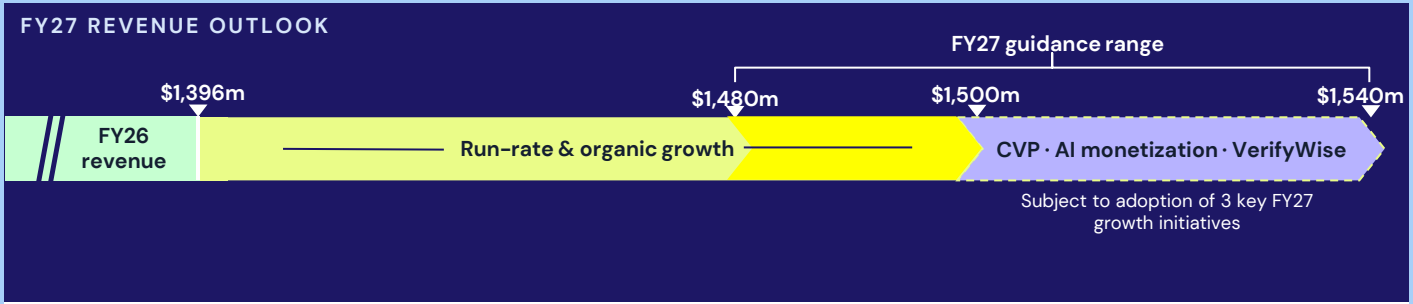
FY27 growth vs FY26

FY27 Underlying EBITDA[1] %

49% – 51%

3pp – 5pp

FY27 growth vs FY26



Before the adoption of key growth initiatives, based on performance to the end of October and subject to continued momentum and favorable market conditions, at this stage we are confident we can achieve FY27 revenue of $1.48 to $1.50 billion. To the degree the CVP, AI and VerifyWise initiatives are adopted during the second half, we will drive through the existing FY27 guided revenue range up to $1.54 billion.

Trading update

- FY YTD Oct 2026 CargoWise revenue up 11%, driven by higher transaction volumes, growth from LGFF and STL price increases
- Costs tracking in line with our expectations
- Early milestones delivered across all three initiatives. E2open integration at pace, with focus on Horizon 2

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1. Underlying EBITDA and Underlying EBITDA margin refers to reported EBITDA adjusted for costs relating to M&A, restructuring and gains/losses from divestments
2. Guidance provided in line with these assumptions and those in the Appendix, slide 27 of the FY26 investor presentation. Uncertainty around future economic and industrial production growth. Prevailing uncertainties relating to sovereign and geopolitical risk may also reduce assumed growth rate.

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Capital management framework

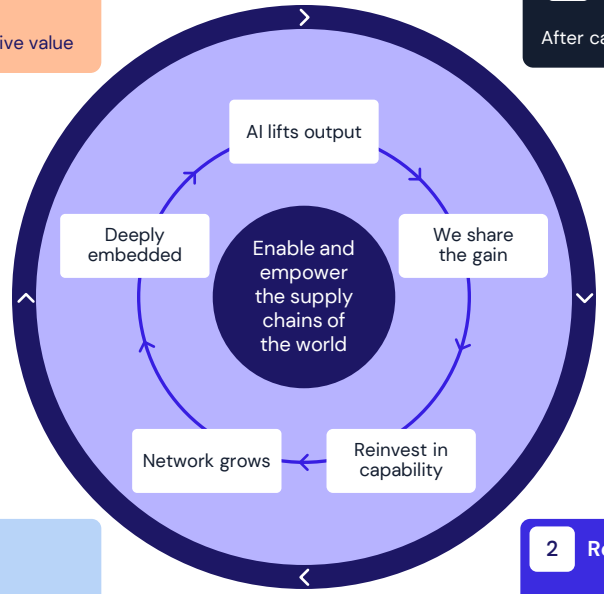
Enabling mission and creating shareholder value

4 Opportunity: Scale or surplus

Deploying cash to drive value

1 Generate cash flow

After capex, interest, tax etc.



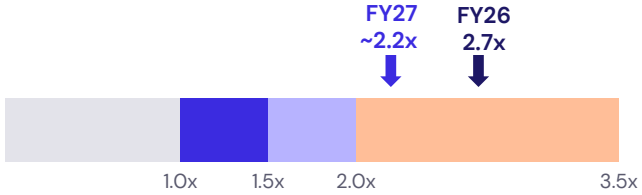
3 Delever

To 1.0–1.5x range

2 Reinvest

Grows future cash flow

NET DEBT / EBITDA



- **1.0–1.5x** Target range
- **To 2.0x** Ordinary M&A
- **To 3.5x** Stretch, back to 2.0x in 2–2.5 yrs

VALUE GATE	Return > cost of capital + margin
LIQUIDITY	Min. US$700m (cash + undrawn committed debt facilities)
SURPLUS	Considered once in range

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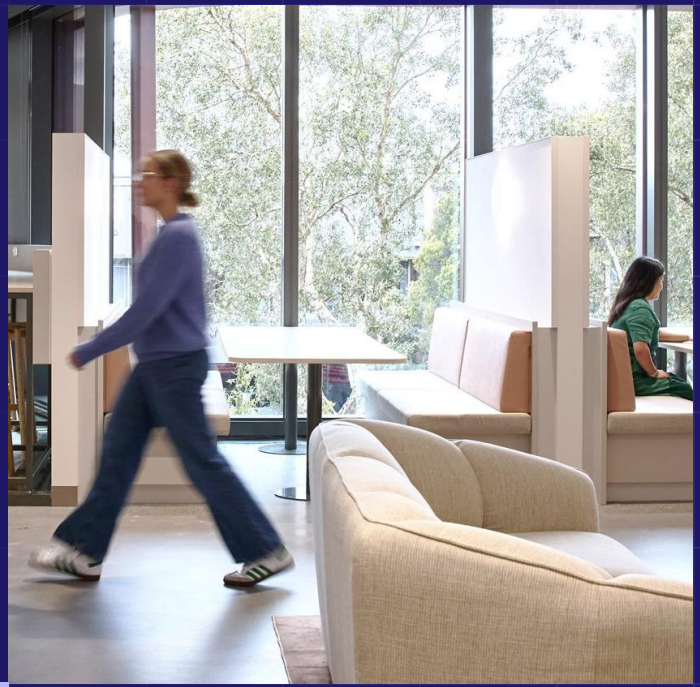
Formal business



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